

MAIL TO:
Office of the Attorney General
Registry of Charitable Trusts
P.O. Box 903447
Sacramento, CA 94203-4470

STREET ADDRESS:
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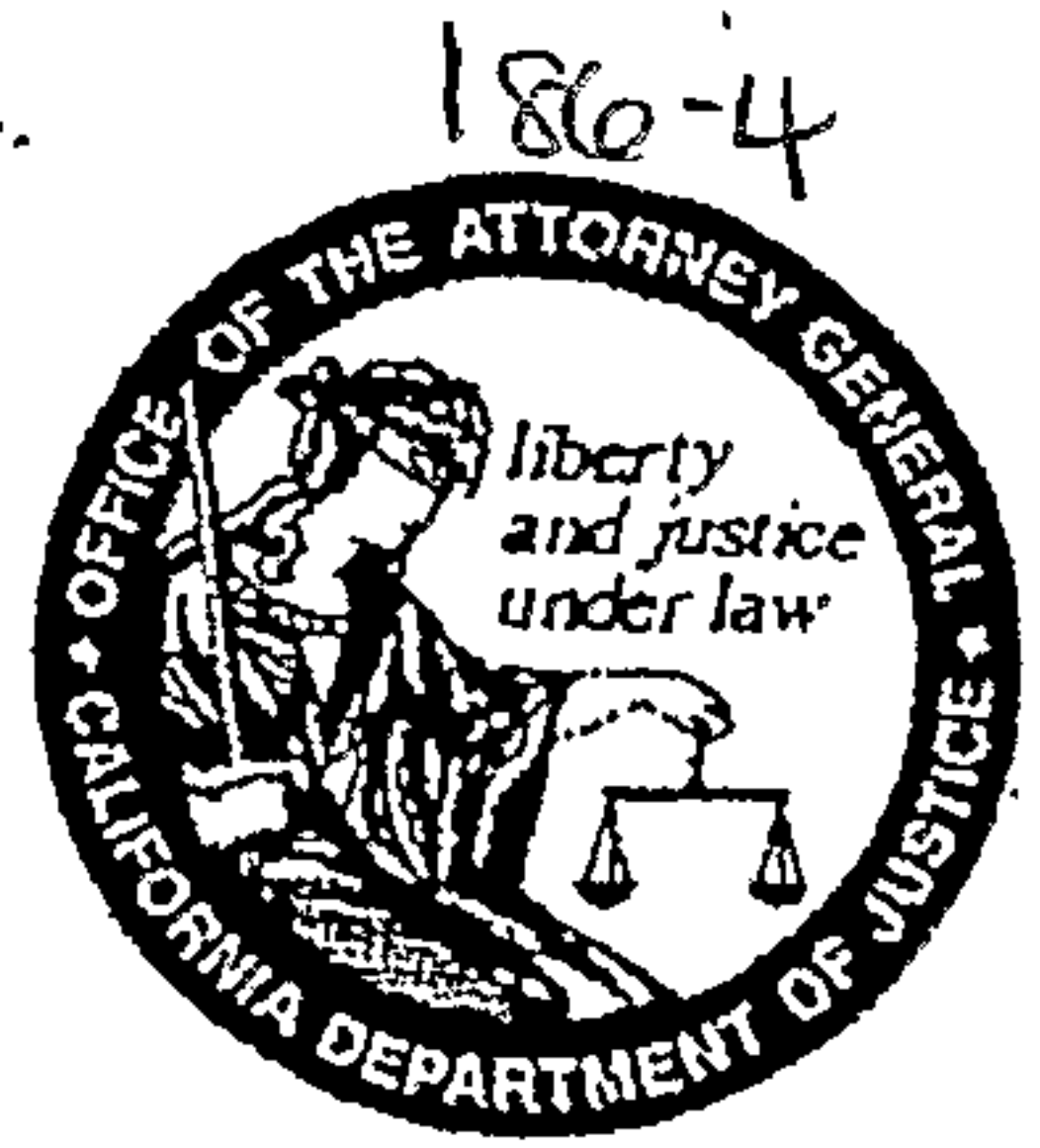
WEB SITE ADDRESS:
<http://ag.ca.gov/charities/>

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

ANNUAL FINANCIAL REPORT FOR 20 03 (California Government Code Section 12589)

Failure to file annual financial report by January 30th annually for each calendar year of solicitation may result in late fees as defined in Government Code Section 12586.1

An annual financial report must be filed for each event
for each charity solicited for during the previous calendar year.



Name and Address of Commercial Fundraiser:

186

TEL-MAR PRODUCTIONS
P.O. BOX 7881
STOCKTON, CA 95267

Name and Address of Charitable Organization:

CT No. 108702 F.E.I.N. No. 06-165-4009

REGULAR AMERICAN VETERANS
Name of charity

4640 COASTAL Hwy 88
Address of charity

CRAWFORD FL 32327
City, State, and ZIP code of charity

Figures from (check one): National Campaign ☐ California Campaign ☒

TELE-MARKETING
(Type of activity)

held (on) (from) 8-25, 20 02, to 1-25, 20 03
(Date or dates must be shown)

Is the contract between the commercial fundraiser and charity based upon a fee or percentage of revenue? Fee ☒ Percentage ☐ Other ☐
If other, provide brief explanation _____

1. REVENUE

- A. Cash contributions
- B. Entertainment sales or admission charges
- C. Sales from products
- D. Advertisement sales
- E. Membership fees
- F. Other sources: (Specify)

a. _____
b. _____
c. _____
d. _____

\$56,040 A.

B.

C.

D.

E.

G. TOTAL REVENUE

\$56,040 ✓ G.

2. EXPENSES

- A. Fees or commissions
- B. Salaries NET PROFIT
- C. Payroll taxes
- D. Employee benefits DUES + MEMBERSHIPS
- E. Cost of merchandise for resale AUTO
- F. Cost of entertainment SERVICE CHARGE
- G. Postage
- H. Advertising HELP WANTED
- I. Telephone
- J. Rental of equipment
- K. Facilities charge OFFICE RENT - \$1386/month
- L. Permits LICENSE + BONDS - \$150/month
- M. Other expenses: (Specify)

a. PRINTING
b. OFFICE SUPPLIES - \$190/month
c. ACCOUNTING - \$377/month
d. INSURANCE - \$120/month

\$18,450 A.
11,948 B.
1,475 C.
585 D.
293 E.

F.
689 G.

H.
2,702 I.

J.
6186 K.
750 L.

Ma.
1,206 Mb.
950 Mc.
1,885 Md.
600

N. TOTAL EXPENSES

\$47,634 N.

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES
ANNUAL FINANCIAL REPORT FOR 20 03

(California Government Code Section 12599)

Page 2

3. Amount to charity (subtract line 2N from line 1G)

\$ 8406

3.

4. Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser (to be completed by charity)

4.

5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s)

5.

6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3)

\$ 8406

6.

7. (a) Does any officer, director, partner or owner of the commercial fundraiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the commercial fundraiser has contracted to solicit?

☐ Yes ☒ No If "yes" complete the following:

Name of officer, director, partner or owner of commercial fundraiser	Name and address of charitable organization	Relationship of officer, etc. to charitable organization

(b) For each affiliation identified in 7(a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, it is true, correct and complete.

Signature of authorized officer (commercial fundraiser)

PAUL D MAY

Printed name

CEO

Title

1-27-04

Date

This report must be signed by two officers or directors of the charitable organization for verification.

JOHN HESKON

Printed name

Executive Director

Title

Date

JOHN ENGBERG

Printed name

Sec/Treas.

Title

Date

